

# NUVAMA

## Company Overview

September 2023

# Contents

1



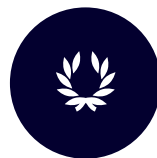
**WHO WE  
ARE**

2



**INDIA WEALTH  
OPPORTUNITY**

3



**OUR  
BUSINESSES**

4



**OVERALL  
PERFORMANCE**

5



**WAY  
FORWARD**

## 1. WHO WE ARE

## 2. INDIA WEALTH OPPORTUNITY

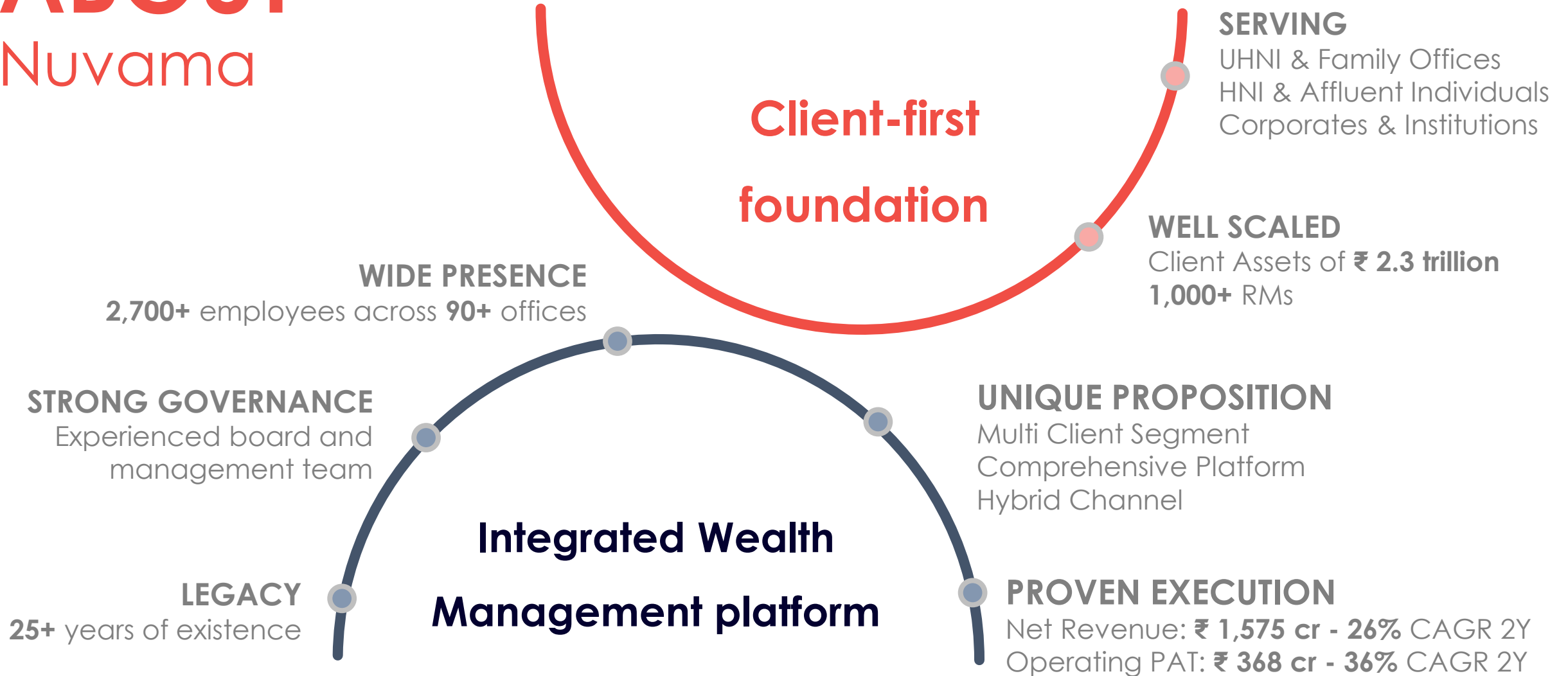
## 3. OUR BUSINESSES

## 4. OVERALL PERFORMANCE

## 5. WAY FORWARD

- Strong institutional ownership: PAG (promoter of company), one of the largest Asia-based alternative investment managers
- Integrated wealth management platform with exhaustive suite of offerings
- Only established player with proven execution across Affluent, HNI and UHNI client segments
- High growth company with diversified and superior quality of earnings

# ABOUT Nuvama



# Majority owned by **PAG** (promoter of company) a **LEADING INVESTMENT FIRM**



One of the largest Asia-based alternative investment managers with over USD50B of assets under management in private equity, real assets, credit & markets

ASSETS UNDER MANAGEMENT <sup>1</sup>

**USD50B+**

OFFICES IN ASIA <sup>2</sup>

**10**

TOTAL EMPLOYEES

**600+**

## ASIA'S PREMIER ALTERNATIVE ASSET MANAGER



Deep regional and sectorial expertise  
across market cycles



Global best practice in risk  
management and governance



Deep Global and India Network

**Adding strategic value to Nuvama**



1. As of 2022 year end  
2. Additional offices in London, New York and Geneva

# COMPREHENSIVE WEALTH MANAGEMENT PLATFORM with exhaustive suite of offerings

Our vision is to provide our clients with comprehensive and tailored wealth management solutions and advice

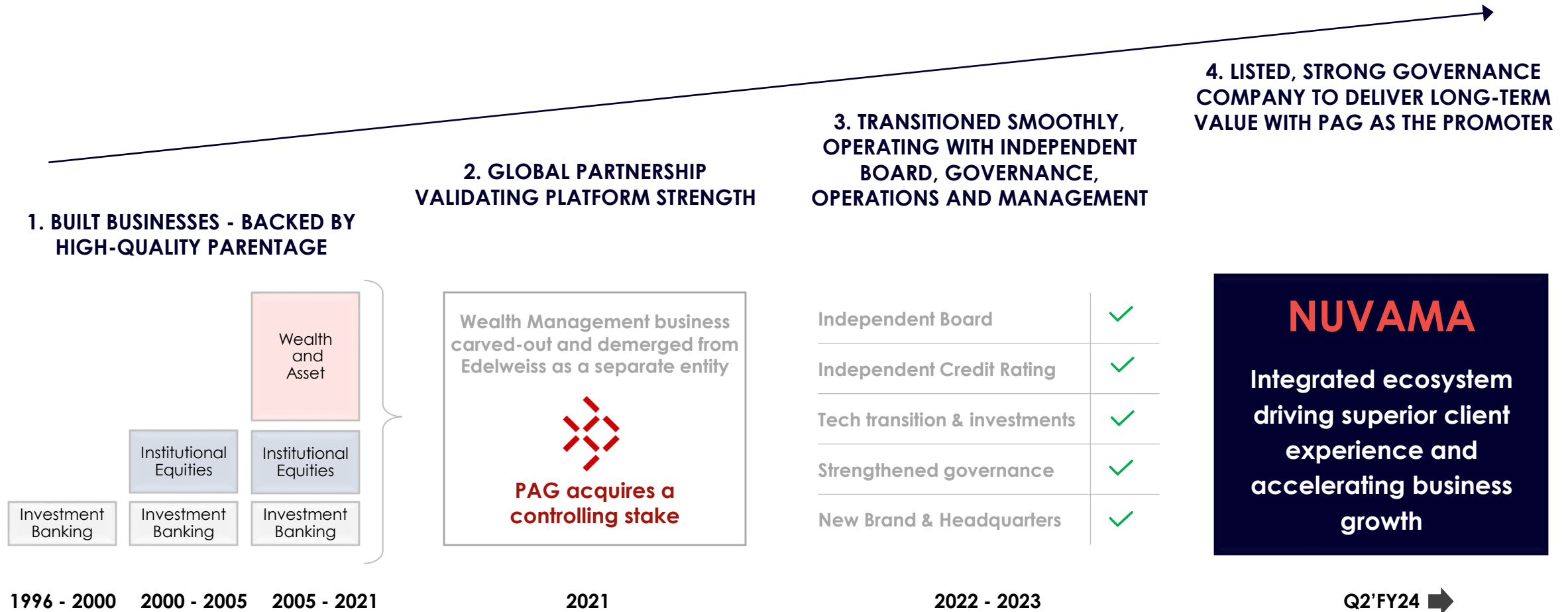
WE SERVE

UHNI AND FAMILY OFFICES
AFFLUENT AND HNI
CORPORATES AND INSTITUTIONS

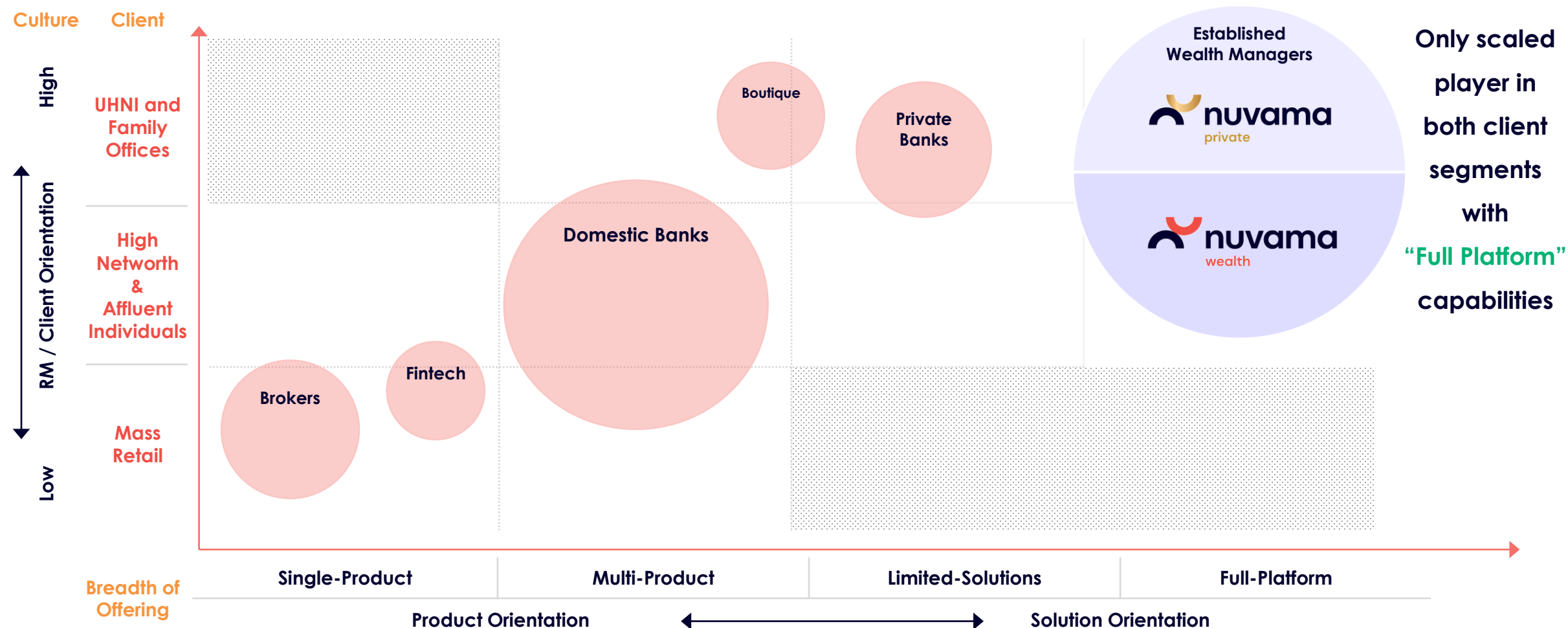
WE PROVIDE ACCESS TO

<div>1. PRODUCTS</div> <div>3<sup>rd</sup> Party Product Distribution</div> <div>Proprietary (In-house manufactured products)</div>	<div>2. ADVISORY</div> <div>Wealth Advisory</div> <div>Institutional Investor Access</div>	<div>3. CAPITAL MARKETS</div> <div>Exchange Traded Products</div> <div>Investment Banking</div>
<div>4. CAPITAL</div> <div>Lending against Securities</div>	<div>5. INTEGRATED TECHNOLOGY PLATFORM</div> <div>Onboarding Transactions</div> <div>Servicing Reporting Advice</div> <div>Empowering Clients &amp; Relationship Managers</div>	

# Evolved from individual businesses into an **INTEGRATED WEALTH MANAGEMENT PLATFORM**

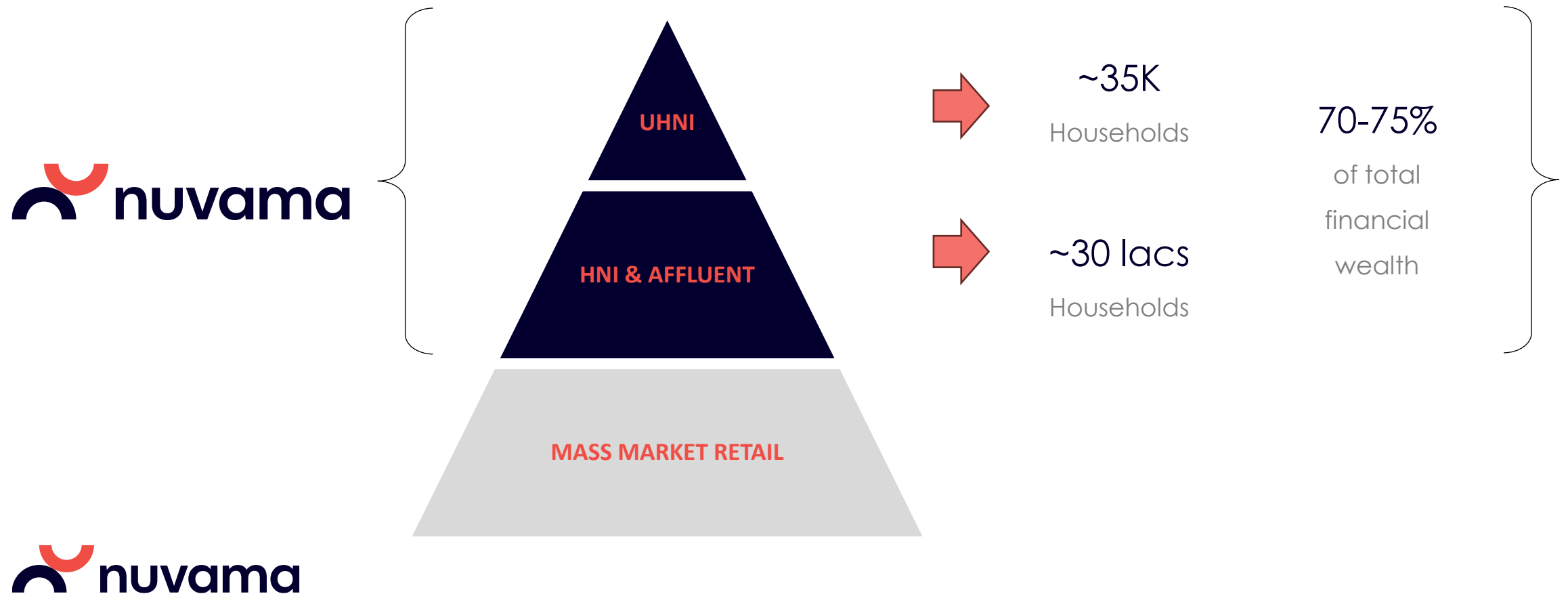


# WELL-POSITIONED in this evolving wealth space



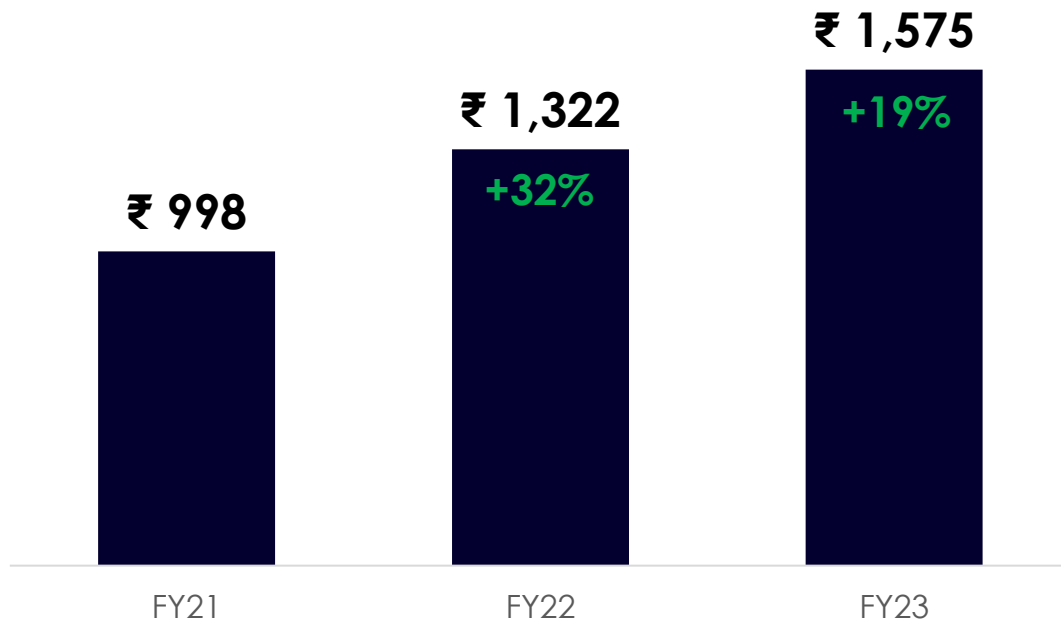


As an **ESTABLISHED WEALTH MANAGER**, we cover client segments constituting majority of wealth



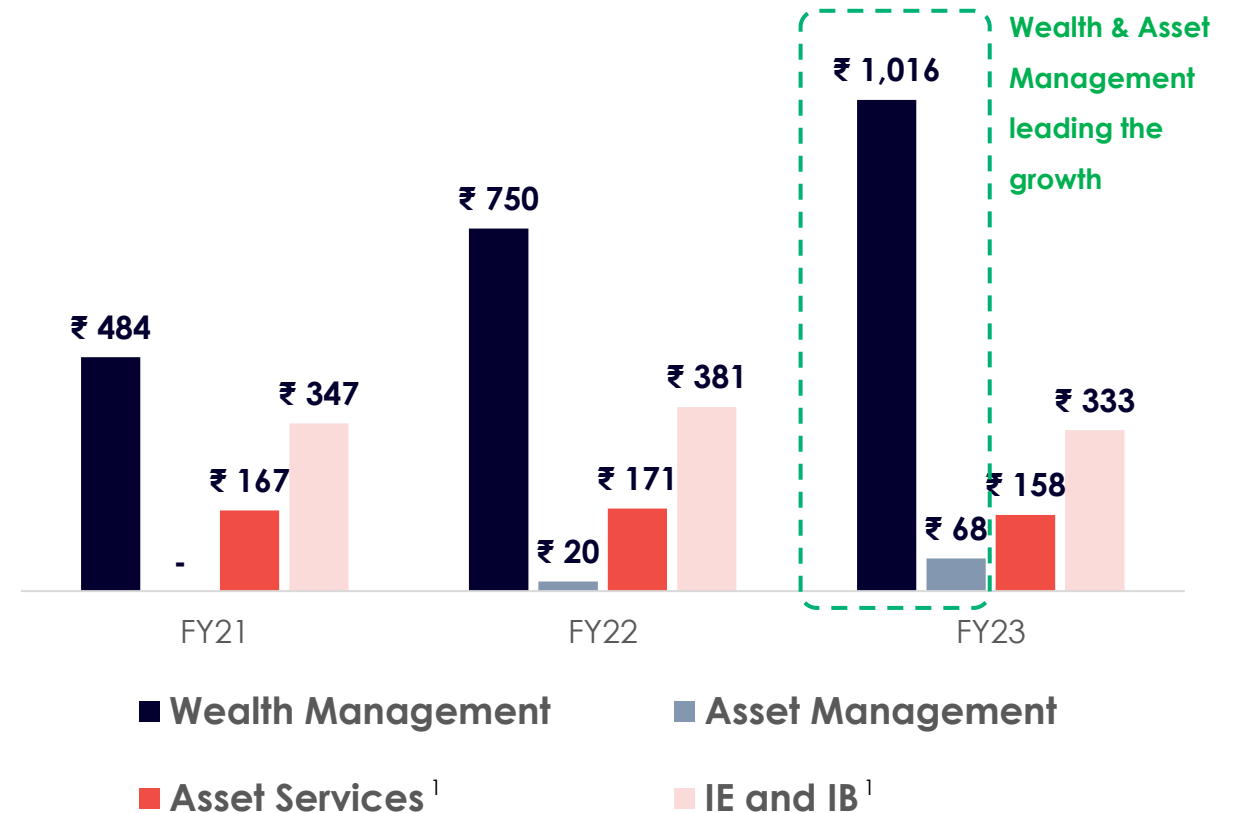
# A HIGH GROWTH COMPANY with diversified and superior quality of earnings

## NET REVENUE



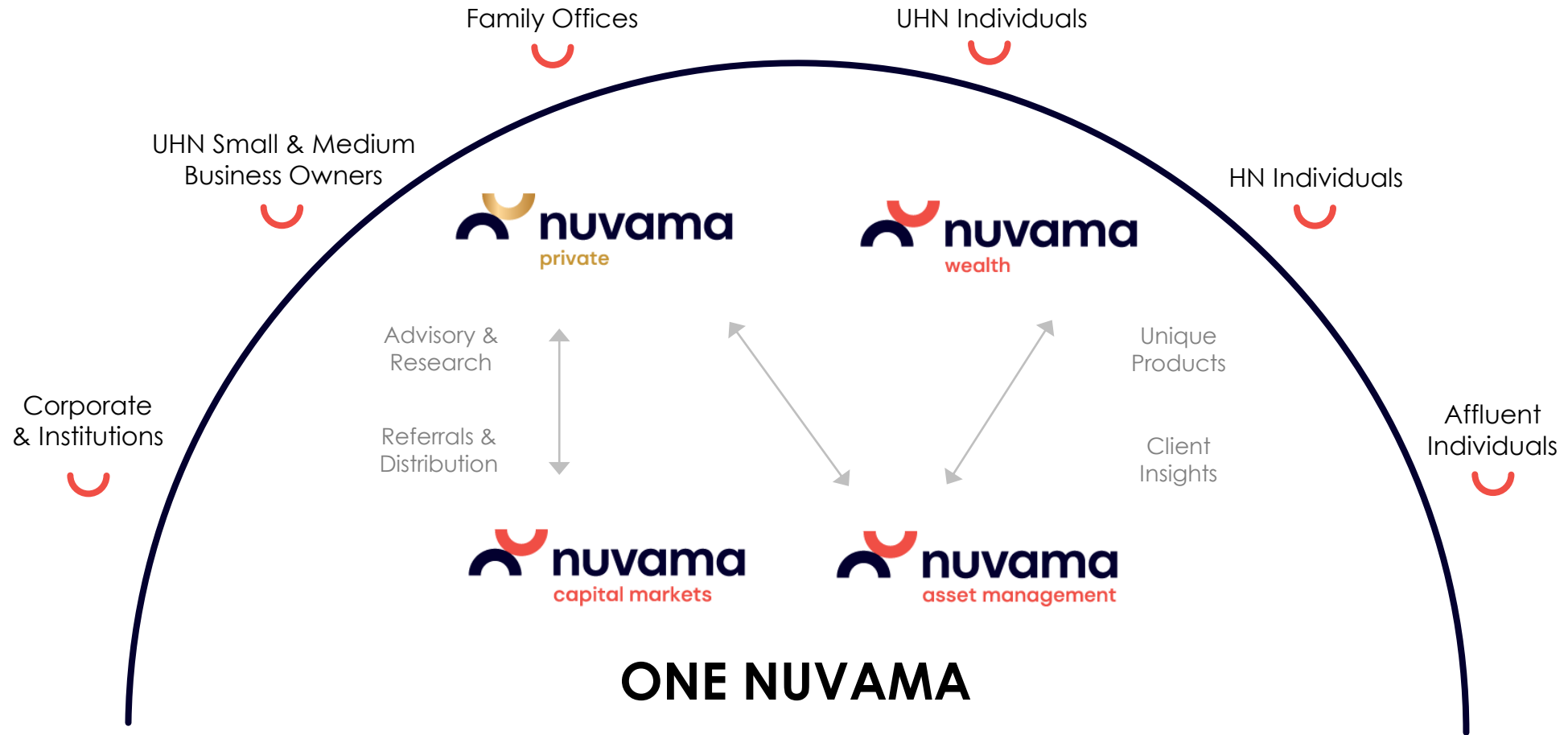
Figures are in ₹ crore (cr)

## DIVERSIFIED REVENUE STREAMS ACROSS SYNERGISTIC SEGMENTS



1. Capital Markets segment includes Asset Services and Institutional Equities (IE) & Investment Banking (IB)

# UNIQUE BUSINESS MODEL, enabling value and seamless client solutioning across ecosystem



## 1. WHO WE ARE

## 2. INDIA WEALTH OPPORTUNITY

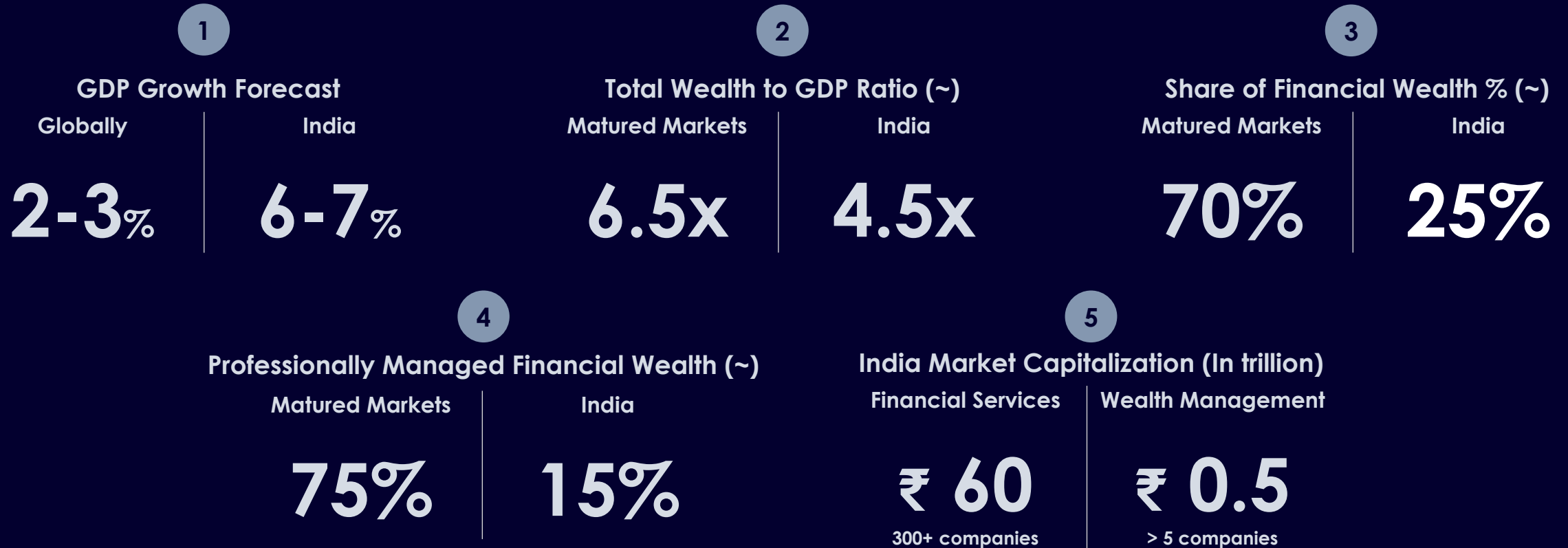
## 3. OUR BUSINESSES

## 4. OVERALL PERFORMANCE

## 5. WAY FORWARD

- India's financial services sector has secular tailwinds
  - Financial wealth would continue to grow rapidly
  - Investment asset class will grow even faster
  - Rising formal penetration will multiply the opportunity
- Making India's wealth industry a structural and scalable opportunity

# In India **WEALTH** management is at a nascent stage and presents a **HUGE OPPORTUNITY**



# Investment asset class is growing fast driven by **VALUE MIGRATION** and has a **LONG RUNWAY**

Asset Class	AUM CAGR Last 10Y	AUM / Premium to GDP	
		India	US / Global
Mutual Funds	20%	16%	116%
AIF	70%	1%	13%
Insurance	13%	4%	11%

**India to become  
the 4<sup>th</sup> largest  
private wealth  
market globally  
by 2028**

# Making this a **STRUCTURAL** and **SCALABLE** play



## Consolidation

- Enhanced regulatory focus
- Technology disruptions
- Increasing product complexity



## Greater Growth

- Demographics and rising affluence
- Critical to client



## Attractive Economics

- Low capital requirements - High RoE
- Concentration of wealth - High operating leverage

## 1. WHO WE ARE

## 2. INDIA WEALTH OPPORTUNITY

## 3. OUR BUSINESSES

## 4. OVERALL PERFORMANCE

## 5. WAY FORWARD

- Wealth Management

- Nuvama Private

- Nuvama Wealth

- Asset Management

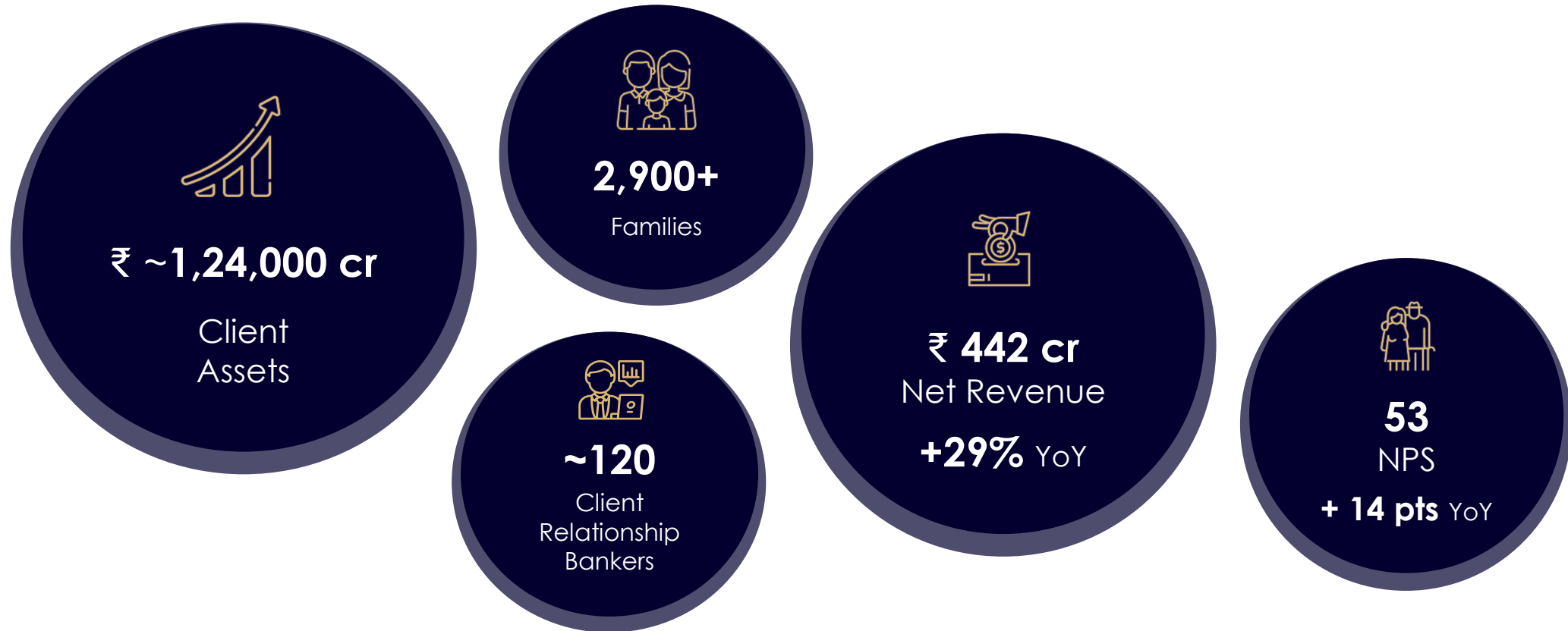
- Capital Markets



# Nuvama Private

Serving Ultra High Networth Clients

# Amongst top 2 independent private wealth players



# Our Strategic Advantage

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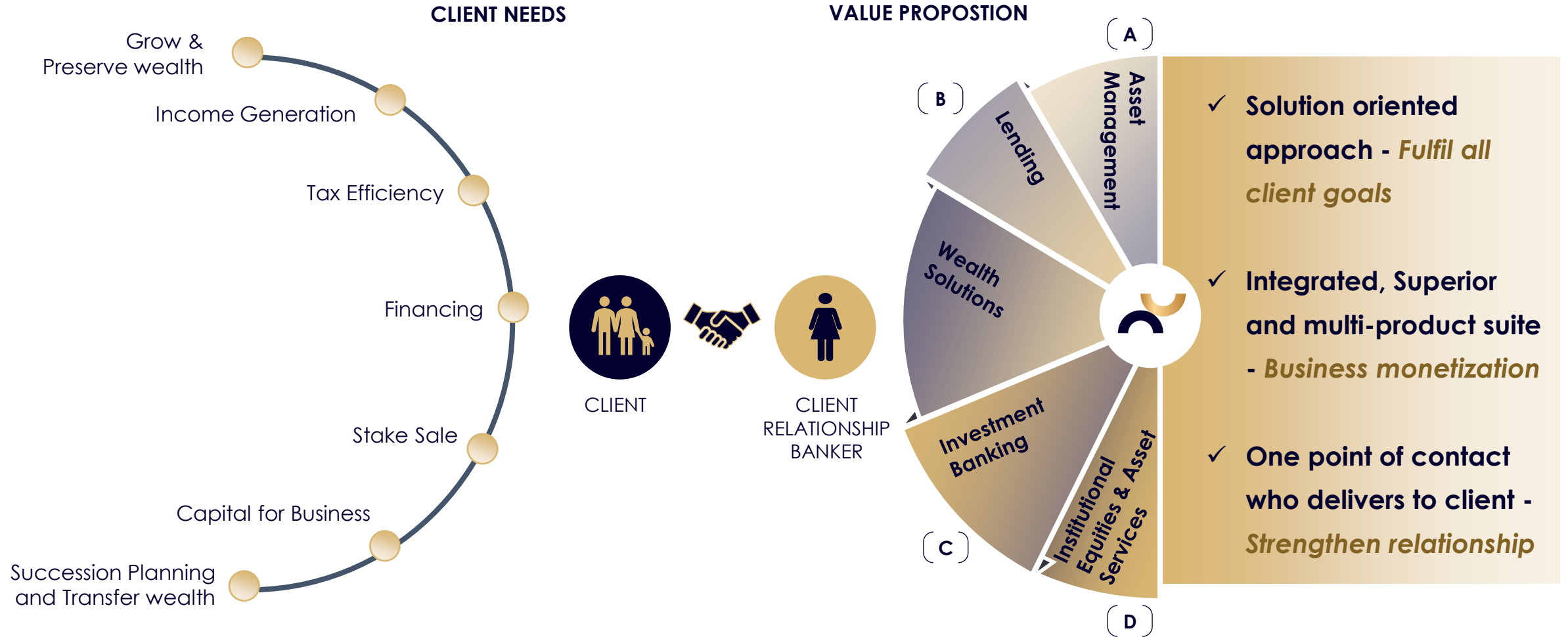
**1. Differentiated Platform to gain clients mind share**



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**2. Well scaled and high-quality team**

# DIFFERENTIATED PLATFORM to gain clients mind share



# DIFFERENTIATED PLATFORM to gain clients mind share

Core  
Wealth  
Solutions

+

A) **Asset  
Management**

- Offering unique products, powered by deep insights from wealth clients
- Addressing client needs / gaps in the market with proven track record

B) **Lending**

- Enabling acquisition and enhancing wallet share of high-quality UHNI clients
- Credit products to solve specific needs

C) **Investment  
Banking**

- Fulfilling client needs throughout the life cycle
- Best-in-class advisory to UHNI clients for their business and professional needs

D) **Institutional  
Equities and  
Asset Services**

- Access to leading institutional practice with deep coverage and world-class capabilities
- Best-in-class research

# Well **SCALED** and **HIGH-QUALITY** team

## Wide Coverage and Scaling



**120**

Client Relationship Bankers

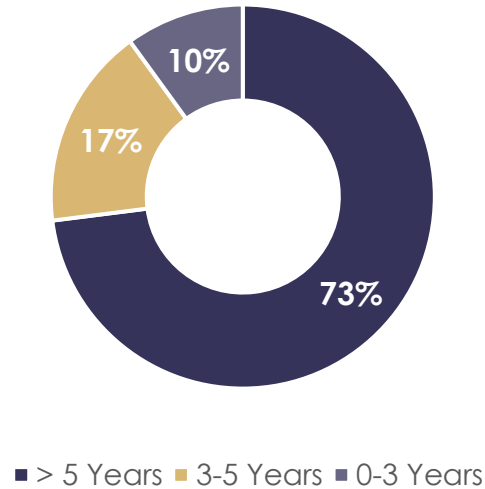
Including

**30**

Team Leaders

## Robust Engagement

Team Leader Vintage



## Delivering Best-in-class Outcomes

**₹ 4,000 cr**

Client Assets  
per team leader

**100**

Families  
per team leader

# Nuvama Wealth

Serving Affluent and High Networth Clients

# One of the leading pure wealth management player in Affluent and HNI client segment





# Our strategic advantage

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**1. Large and under serviced client segment**

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**2. Scaled and differentiated platform**

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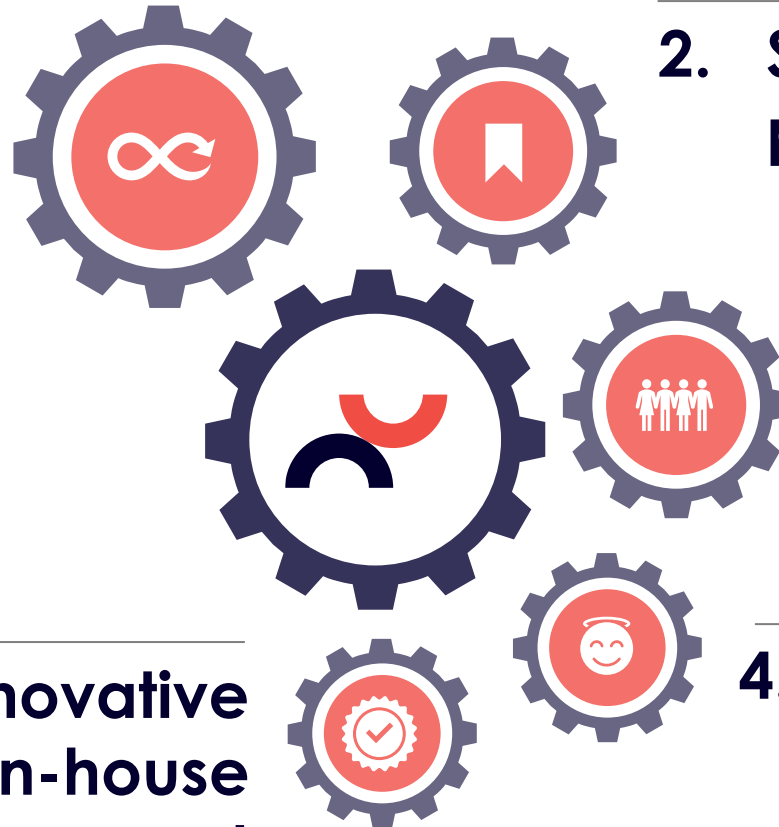
**3. Proven engine for RM acquisition and growth**

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**5. Unique and innovative products through in-house Asset Management**

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**4. Unique hybrid fulfilment model of technology + RMs**



# SCALED and DIFFERENTIATED platform

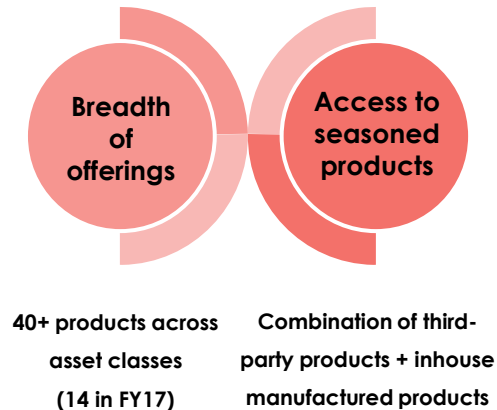
While numerous players are now competing for this segment, *a category with high barriers to scale and succeed*, we are one of the leading non-bank pure wealth managers catering to these clients

## Well Scaled

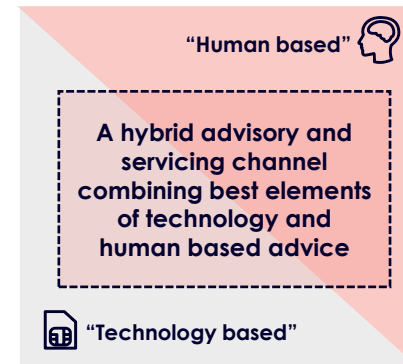
1+ million  
Clients

₹ ~56,000  
Client Assets  
in cr

## Multi Product Suite



## Hybrid Delivery Channel



## Access Across Wide Geography

450+  
Locations

23,000  
Partner Network

# Proven engine for **RM ACQUISITION** and **GROWTH**

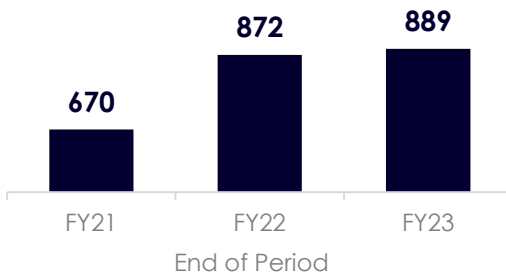
## Solid Team

Wide sales coverage.

Demonstrated ability to attract talent



**~900** Relationship Managers



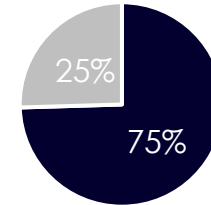
## Robust Client Engagement

Total Customers and % engaged

■ Engaged ■ Others

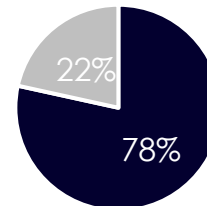
**7.1 lacs**

FY21



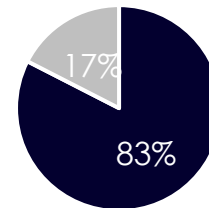
**8.5 lacs**

FY22



**10.9 lacs**

FY23



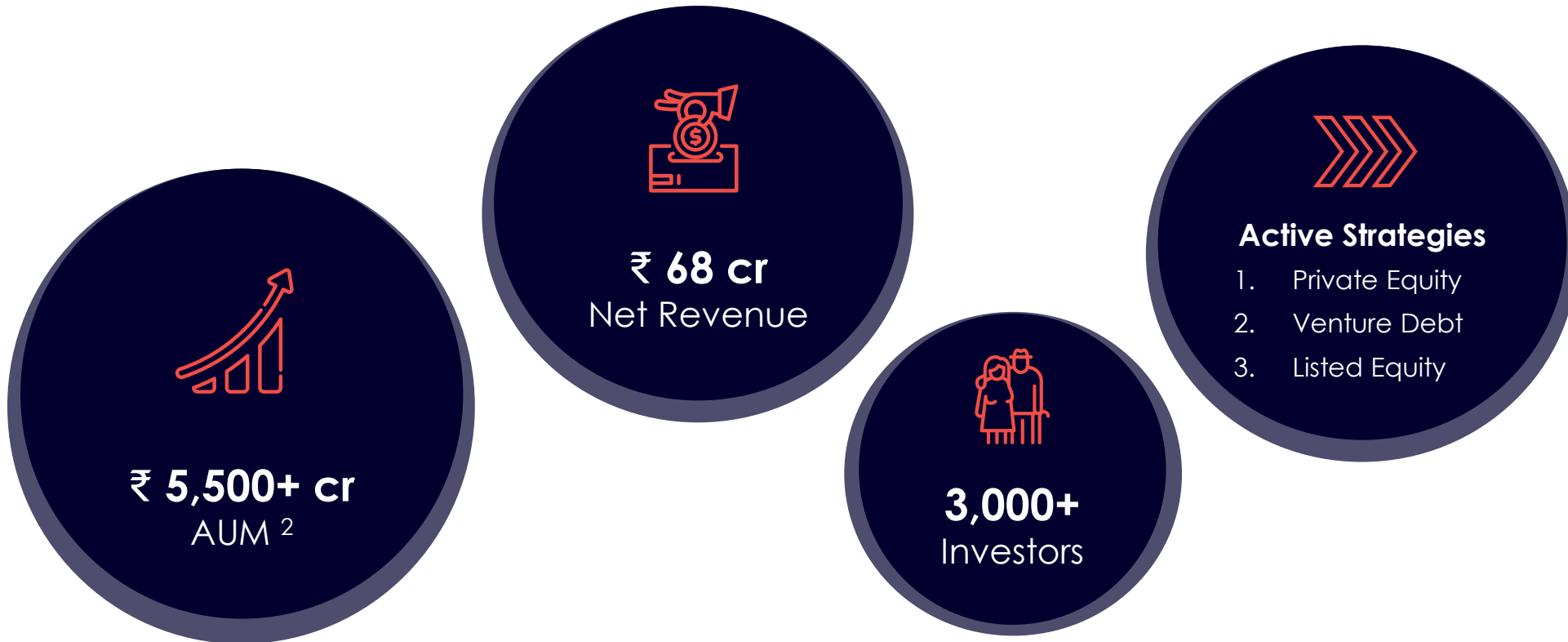
## Delivering Best-in-class Outcomes

**₹ 60 cr**

Client Assets per RM

# Asset Management

# Focused and high-performing alternatives asset management business



# Our strategic advantage

01 Customer Insights	02 Ability to Scale with Speed	03 Proven Fund Management Capabilities	04 Digital Platform												
<ul style="list-style-type: none"><li>Differentiated products powered by deep insights from wealth clients, e.g. <i>Crossover</i> (late-stage growth equity), <i>EDGE</i> (equity long-short), <i>Crossover Yield</i> (venture debt), <i>NEXT</i> (equity mid-small cap), <i>Absolute Return</i>.</li></ul>	<ul style="list-style-type: none"><li>Wealth management led rapid scale-up of asset management practice, <b>raised ₹ ~4k cr in 12 months</b></li><li><b>Scale begets scale</b>, in-turn increased 3<sup>rd</sup> party distribution</li></ul>	<ul style="list-style-type: none"><li><b>Best-in-Class</b> performance</li></ul> <table><tr><th>Fund</th><th>Fund Return <sup>1</sup></th><th>Benchmark Nifty 50 TRI <sup>2</sup></th></tr><tr><td>Crossover I <sup>3</sup> (Late Stage)</td><td><b>19.3%</b></td><td><b>11.6%</b></td></tr><tr><td>Crossover II <sup>3</sup> (Late Stage)</td><td><b>26.6%</b></td><td><b>15.4%</b></td></tr><tr><td>EDGE (Long-Short Equity)</td><td><b>22.3%</b></td><td><b>16.3%</b></td></tr></table>	Fund	Fund Return <sup>1</sup>	Benchmark Nifty 50 TRI <sup>2</sup>	Crossover I <sup>3</sup> (Late Stage)	<b>19.3%</b>	<b>11.6%</b>	Crossover II <sup>3</sup> (Late Stage)	<b>26.6%</b>	<b>15.4%</b>	EDGE (Long-Short Equity)	<b>22.3%</b>	<b>16.3%</b>	<ul style="list-style-type: none"><li>Significant <b>operating leverage</b>: Complete digital platform for onboarding and servicing - Industry first</li></ul>
Fund	Fund Return <sup>1</sup>	Benchmark Nifty 50 TRI <sup>2</sup>													
Crossover I <sup>3</sup> (Late Stage)	<b>19.3%</b>	<b>11.6%</b>													
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EDGE (Long-Short Equity)	<b>22.3%</b>	<b>16.3%</b>													

# Capital Markets

# Market dominant capital markets franchise

Asset Services			Institutional Equities and Investment Banking		
<b>₹ 158 cr</b>	<b>450+</b>	<b>₹ 44,000</b>	<b>₹ 333 cr</b>	<b>700+</b>	<b>260+</b>
Net Revenue FY23	Custody Clients	Client Assets in cr	Net Revenue FY23	Institutional Clients	Companies under Research Coverage

- World class asset services (custody and clearing) with growing market share
- Leading institutional equity platform, strong distribution capability, reach across NA, EU, ME, SEA & India
- Full-service investment banking capability, across equity & debt solutions, serving through-out business life cycle
- Comprehensive private wealth proposition to corporate promoters and selling shareholders



## 1. WHO WE ARE

## 2. INDIA WEALTH OPPORTUNITY

## 3. OUR BUSINESSES

## 4. OVERALL PERFORMANCE

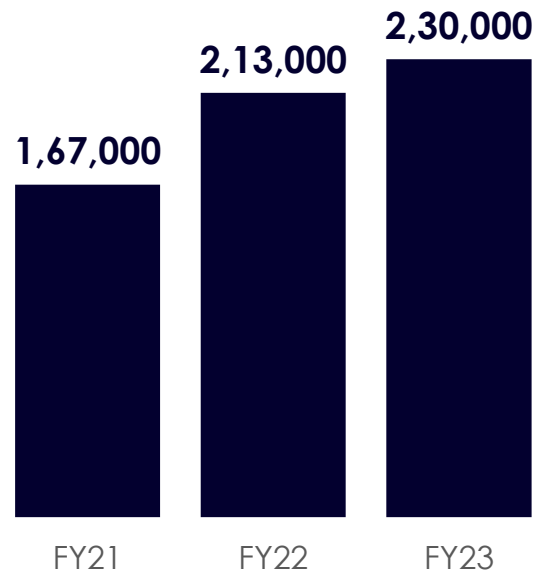
## 5. WAY FORWARD

- Continued focus on scale and quality
- Resulting in strong performance over years
- Diversified and resilient revenue streams
  - Wealth and Asset Management today constitutes ~70% of earnings
- Consistently delivering value to shareholders

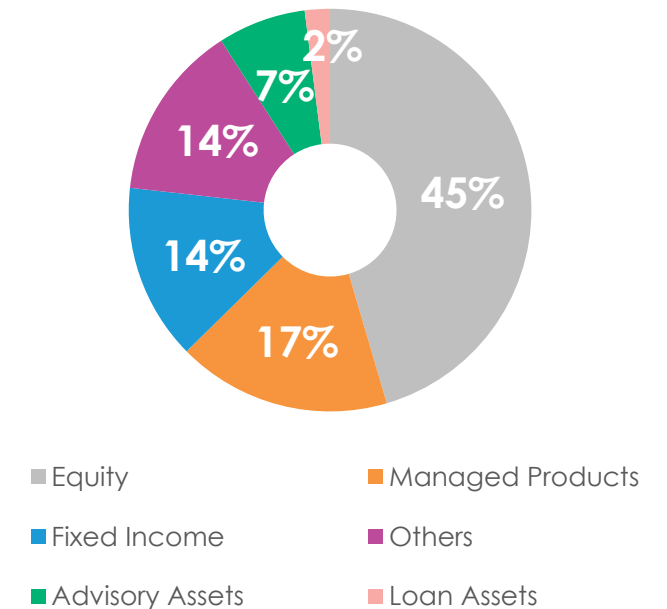
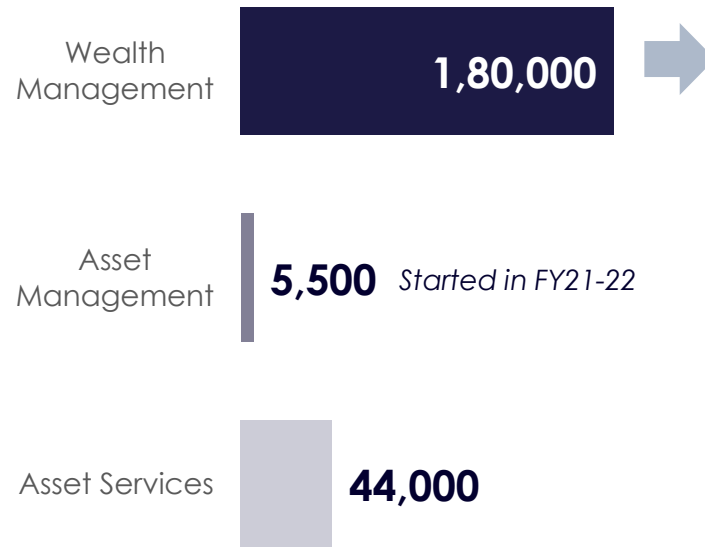
# Continued focus on **SCALE** and **QUALITY**

## Client Assets - ₹ cr

**CAGR : 17%**



**Diversified base with superior access to all asset classes**

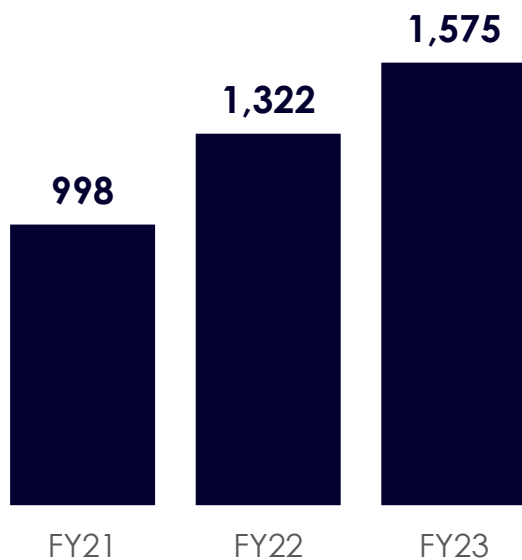


Numbers have been rounded off for presentation purposes

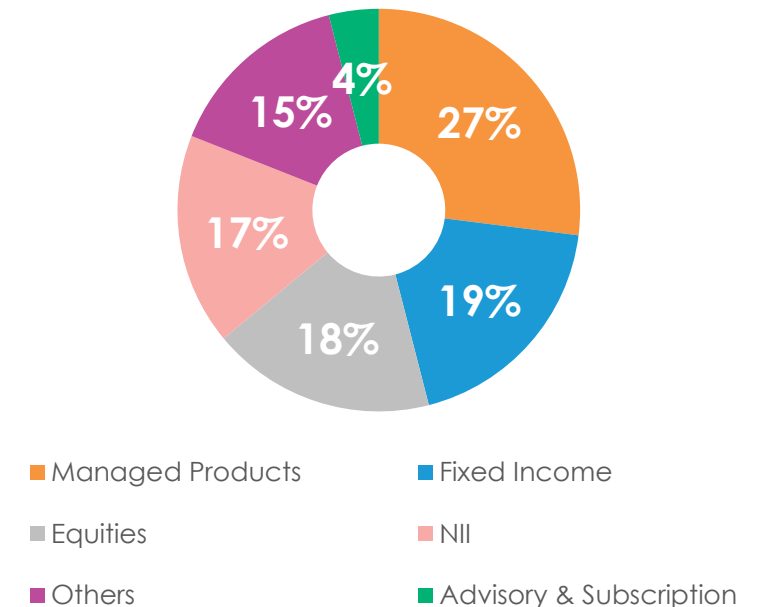
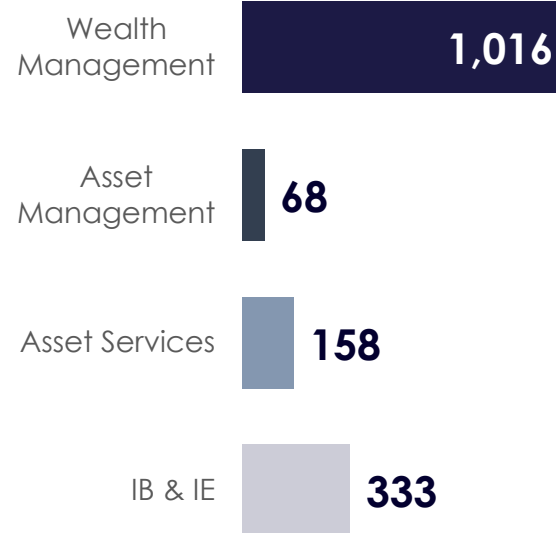
# Resulting in **STRONG** performance over years

## Net Revenue - ₹ cr

CAGR : 26%



Resilient revenue streams, spread across wealth solutions

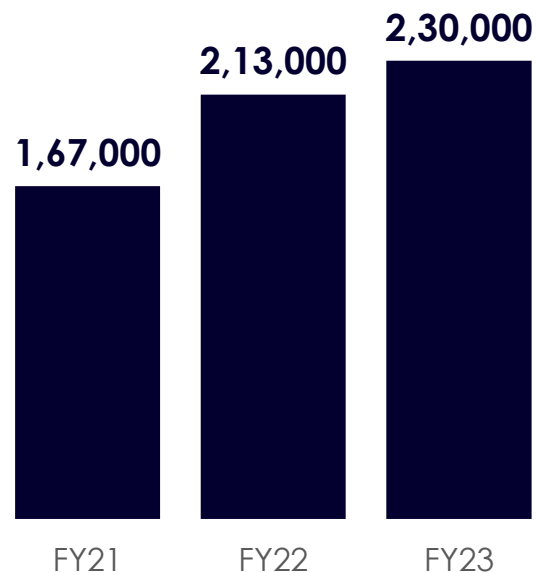


Numbers have been rounded off for presentation purposes

# Consistently delivering **VALUE** to shareholders

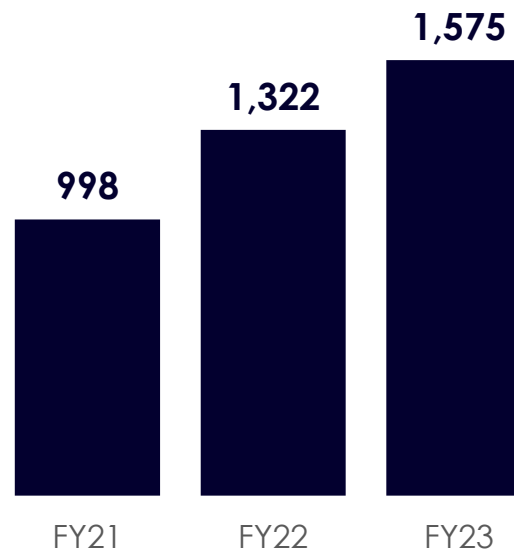
## Client Assets - ₹ cr

CAGR : 17%



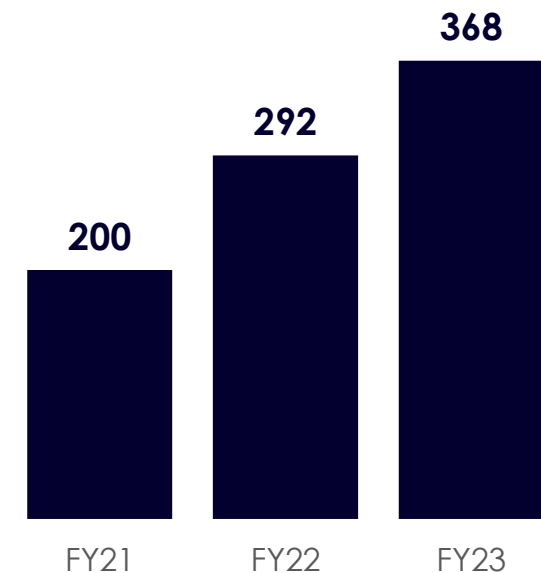
## Net Revenue - ₹ cr

CAGR : 26%



## Operating PAT - ₹ cr

CAGR : 36%

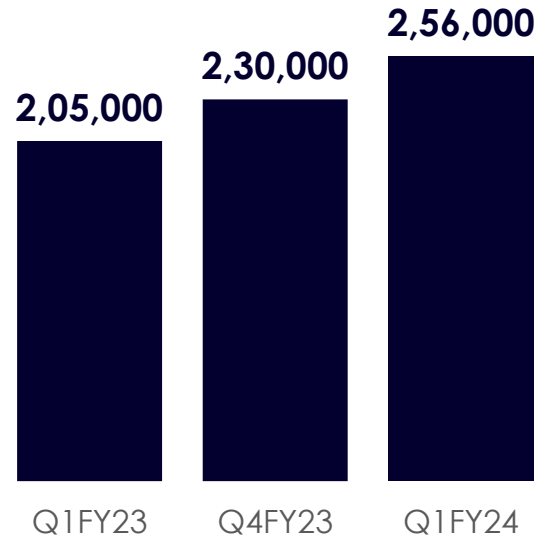


Numbers have been rounded off for presentation purposes

# Quarterly Update: Q1 FY24

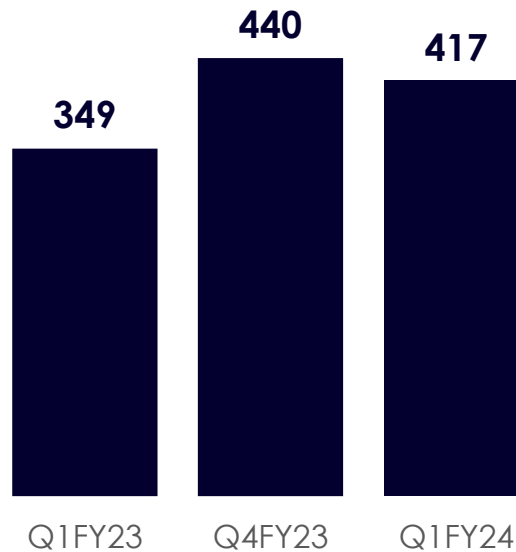
## Client Assets - ₹ cr

YoY: 25%



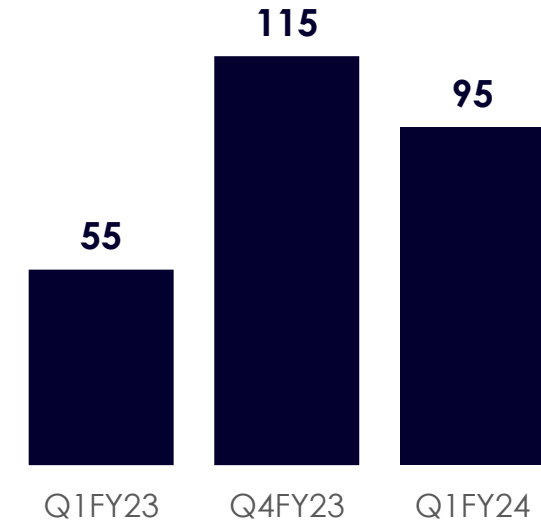
## Net Revenue - ₹ cr

YoY: 19%



## Operating PAT - ₹ cr

YoY: 74%



Numbers have been rounded off for presentation purposes

# Won accolades across credible platforms

Select Awards and Recognitions



Asiamoney Private  
Banking Awards 2023



Asian Private Banker  
2022



The Asset Triple A  
Private Capital Awards  
2022



Global Private Banking  
Innovation Awards  
2022



Asiamoney Private  
Banking Awards 2020,  
2021, 2022



The Asset Triple A  
Private Capital Awards  
2021



Global Private Banking  
Innovation Awards  
2021



Global Private Banking  
Innovation Awards  
2021



Global Finance  
Magazine 2018, 2019,  
2020, 2021



Asian Private  
Banker2020



Finance Asia Country  
Awards 2019



Asiamoney Best Private  
Banks 2018, 2019



Asian Private  
Banker2017, 2018, 2019

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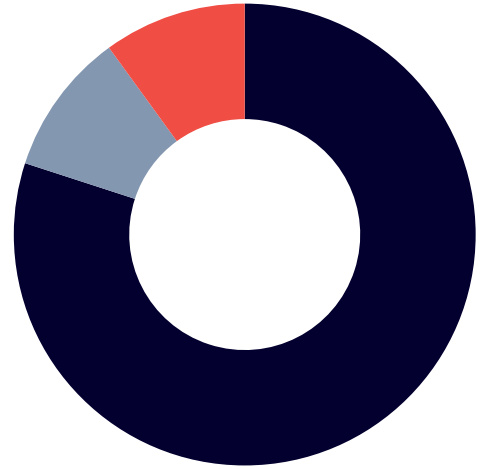
## 3. OUR BUSINESSES

## 4. OVERALL PERFORMANCE

## 5. WAY FORWARD

- Necessary fundamentals in place
- Adequately capitalized to achieve future goals
- Well defined trajectory for each segment

# Well **DEFINED TRAJECTORY** for each segment

LONG TERM STRATEGY	FOCUS AREAS	EXECUTION MARKERS	OUTCOME						
1. Grow Wealth Management	<div>Nuvama Private</div> <table><tr><td>Client acquisition</td><td>Client deepening</td><td>Strengthen platform</td></tr></table> <div>Nuvama Wealth</div> <table><tr><td>Product Innovation</td><td>Increasing RM and productivity</td><td>Strengthening technology ecosystem</td></tr></table>	Client acquisition	Client deepening	Strengthen platform	Product Innovation	Increasing RM and productivity	Strengthening technology ecosystem	In 5 years grow clients and client assets by 2-2.5x	 <div><div>■ Wealth and Asset Management</div><div>■ Asset Services</div><div>■ IB + IE</div></div>
	Client acquisition	Client deepening	Strengthen platform						
Product Innovation	Increasing RM and productivity	Strengthening technology ecosystem							
2. Significantly Scale Asset Management	<table><tr><td>Continued product innovation</td><td>Execution excellence</td><td>Building a diversified investor base and distribution channels</td></tr></table>	Continued product innovation	Execution excellence	Building a diversified investor base and distribution channels	In 5 years grow assets by 6-8x				
Continued product innovation	Execution excellence	Building a diversified investor base and distribution channels							



# Safe harbour

## DISCLAIMER :

This presentation and the discussion may contain certain words or phrases that are forward-looking statements, which are tentative, based on current expectations of the management of Nuvama Wealth Management Ltd. or any of its subsidiaries and associate companies ("Nuvama"). Actual results may vary from the forward-looking statements contained in this presentations due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India and outside India, volatility in interest rates and in the securities market, new regulations and Government policies that may impact the businesses of Nuvama as well as the ability to implement its strategy. The information contained herein is as of the date referenced and Nuvama does not undertake any obligation to update these statements. Nuvama has obtained all market data and other information from sources believed to be reliable or are its internal estimates unless otherwise stated, although its accuracy or completeness can not be guaranteed. Some part of the presentation relating to business wise financial performance, balance sheet, asset books of Nuvama and industry data herein is reclassified/regrouped based on Management estimates and may not directly correspond to published data. The numbers have also been rounded off in the interest of easier understanding. Numbers have been re-casted, wherever required. Prior period figures have been regrouped/reclassified wherever necessary. All information in this presentation has been prepared solely by the company and has not been independently verified by anyone else. Past performance may not be indicative of the performance in the future and no representation or warranty expressed or implied is made regarding future performance.

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Nuvama Wealth Management Limited. (Formerly known as Edelweiss Securities Limited) | Corporate Identity Number • U67110MH1993PLC344634

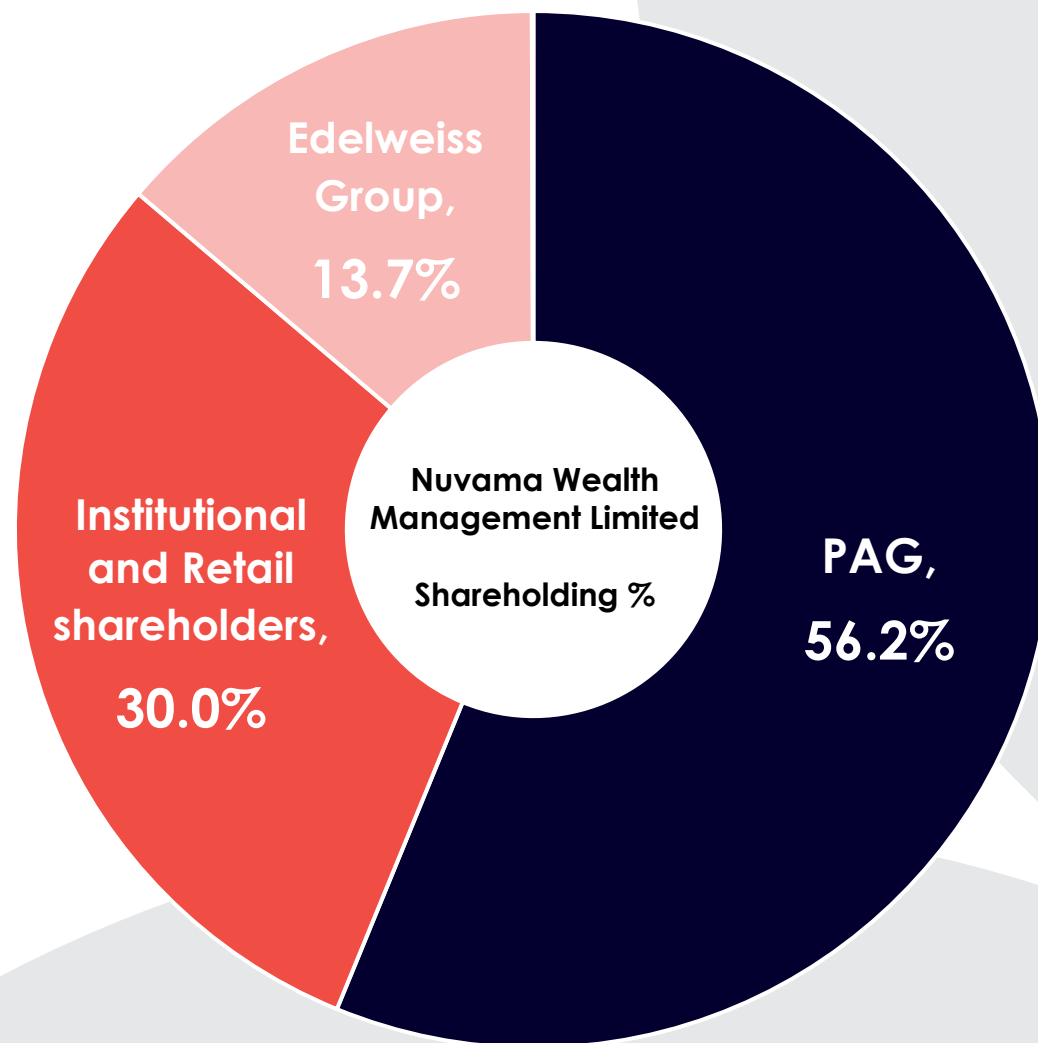
For more information, please visit [www.nuvama.com](http://www.nuvama.com)

## NOTES:

- Slide 1: Nuvama formerly know as Edelweiss Wealth Management
- Slide 7: Company has filed the listing applications with the stock exchanges and SEBI which are currently under process. We expect to get listed in Q2FY24, subject to regulatory approvals.
- Slide 8: Company research and estimates
- Slide 9: Kotak Wealth Report, Karvy Wealth Report, Mckinsey Wealth Reports, Credit Suisse Global Wealth Reports | 2017-2022 and company estimates
- Slide 10: Net revenue (NR) incorporates impact of phase 3 demerger to include merchant banking & advisory services businesses. NR s calculated by reducing finance cost and variable business expenses from gross revenue. Corporate other income and eliminations have been adjusted in IB & IE segment for representation - FY21 ₹ 10, FY22 ₹ (8) cr and FY23 ₹ 2 cr. Asset Management business was started in FY21 and new schemes were launched in FY22.
- Slide 12-13: Source for data points are IMF, OECD, Federal Reserve, Karvy Wealth Reports, World Bank, Credit Suisse Global Wealth Reports 2021,2022, Citi Research and BSE
- Slide 14: Source: AMFI, SEBI, IRDAI, IBEF and BCG reports for period 2000-2022. Investment assets includes Insurance, Direct Equity, MF, Unlisted Equity, Alternative Investments & International Assets
- Slide 18 & 24 Source company internal data sources, company research, Asian Private Banker and Care Report
- Slide 34-37: Net revenue and Operating PAT incorporates impact of phase 3 demerger to include merchant banking and advisory services businesses. Net Revenue is calculated by reducing finance cost and variable business expenses from gross revenue. Operating PAT excludes non-recurring expenses - FY21: ₹ 53 cr, FY22: ₹ 58 cr, FY23: ₹ 60 cr and Q1FY24: ₹15 cr
- Slide 1 to 37: Nuvama data and metrics presented are as on end of or for period FY23 or as specified and may have been rounded off for presentation purposes

# Appendices

# Appendix 1: Shareholding post demerger



# Appendix 2: Bridge to financial statements

#	Particulars - ₹ cr	FY23					Q1FY24						
		As per Financial Statements	Netting <sup>(1)</sup>	Carve In <sup>(2)</sup>	Carve Out <sup>(3)</sup>	Non-recurring Exp <sup>(4)</sup>	Adjusted	As per Financial Statements	Netting <sup>(1)</sup>	Carve In <sup>(2)</sup>	Carve Out <sup>(3)</sup>	Non-recurring Exp <sup>(4)</sup>	Adjusted
A	Revenue	2,230	-724	69	-	NA	1,575	649	-204	16	-44	NA	417
B	Expense	1,825	-724	45	-	-60	1,086	499	-204	12	-	-15	292
C	Non-recurring Expenses	NA	NA	NA	NA	60	60	NA	NA	NA	NA	15	15
D	PBT	405	NA	NA	NA	NA	429	150	NA	NA	NA	NA	110
E	Share of Profit in Associate	1	NA	NA	NA	NA	1	2	NA	NA	NA	NA	2
F	Operating PAT <sup>(5)</sup>	NA	NA	NA	NA	NA	368	NA	NA	NA	NA	NA	95
G	PAT	305	NA	NA	NA	NA	323	123	NA	NA	NA	NA	84

Notes:

(1) Mainly represents expenses directly attributable to revenue viz, Interest expense, referral, sub-broker payouts, exchange related expenses

(2) Carve in represents income from Investment banking division which was conducted in Edelweiss Financial Services Limited (EFSL). As per the demerger scheme, the profits from this division belonged to Nuvama and accordingly added in the respective years/ periods to make them comparable

(3) Pursuant to the demerger scheme approved by NCLT, cumulative net profit from investment banking division recorded in Q1 FY 24 have been carve out so as to reflect current period's results

(4) Mainly represents expenses on listing, demerger, brand change and expenses incurred in relation to transition businesses under Nuvama Group (including technology transition and demerger expenses)

(5) Operating PAT is arrived at after adding non-recurring expenses (net of tax)

# Appendix 3: Our Board

Experienced and Independent composition with good mix of business and functional skills



**Birendra Kumar**

Chairman & Independent  
Director



**Ashish Kehair**

Managing Director and  
CEO



**Shiv Sehgal**

Executive Director



**Nikhil Srivastava**

Non-Executive Nominee  
Director



**Anthony Miller**

Non-Executive Nominee  
Director



**Aswin Vikram**

Non-Executive Nominee  
Director



**Ramesh Abhishek**

Non-Executive Nominee  
Director



**Navtej Nandra**

Independent Director



**Anisha Motwani**

Independent Director



**Sameer Kaji**

Independent Director



**Kamlesh S. Vikamsey**

Independent Director